







#### Fiscal Year 2013Annual Result Report ADRA International/Mozambique FFP - A- 00 08 00084 00







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**List of Acronyms** 

**ADPP** Ajuda de Desenvolvimento de Povo para Povo Adventist Development and Relief Agency **ADRA** Banco Oportunidade de Moçambique **BOM** 

Community Leadership Council **CLC** 

Provincial Department of agriculture of Zambezia **DPAZ** 

Human Immuno-deficiency Virus HIV

I.M. Monitoring Indicator

Institute for the Promotion of Small and Medium Enterprises **IPEME** 

**Intermediate Results** I.R

**INCAJU** Instituto Nacional do Caju

MT Metric Tons

**MYAP** Multi-Year Assistance Program Non-Governmental Organization NGO

**NUIT** Tax identification Number

**OSANZAYA** Make Zambezia Happy (Definition in Chuabo Language) Strengthening Communities through Integrated Programming **SCIP** 

**SDAE** District Economic Activity Services

Market price Information System of Mozambique for Agriculture **SIMA** Agricultural Marketing System for the Province of Zambézia SIMAPZ

**USAID** United States Agency for International Development

World Food Program WFP

#### Introduction

ADRA Mozambique and its partners, Samaritans Purse and ADPP, are implementing a Multi-Year Assistance Program (MYAP) funded by USAID in the province of Zambezia, Mozambique. The overall goal of the project is to reduce food insecurity in five districts of Zambézia province: Mocuba, Lugela, Maganja da Costa, Pebane and Ile. The project named "Osanzaya Zambézia or Making Zambezia Happy" is an income-generating program with integrated components in the areas of health, nutrition, water and sanitation.

Osanzaya has two strategic objectives: improving income growth of 37,500 rural beneficiaries and improving the health and nutrition status of 44,000 beneficiaries. In the Agriculture component, the main activities focused on the organization, structuring and legalization of farmers associations; and establishment of association fields to transfer best practices in the production of maize, groundnuts and pigeon peas. To date, these activities have benefited 37,575 farmers directly.

In year five, marketing activities included the strengthening of 27 Unions, made up of 277 associations functioning in the five districts. A total of 20 associations were able to complete the legalization process during this fiscal year, making a project total of 257 associations with legal recognition. Additionally, joint selling of crops through Unions resulted in a total of 3,633 MT of produce being sold and with an associated income of US\$ 1,236,608.00, directly increasing the revenue of more than 8,500 families.

In collaboration with ADPP, the project continued to implement REFLECT<sup>1</sup> self-analysis sessions with the Union members. The approach included the following: self-analysis, SWOT analysis, planning, implementation, monitoring activities and evaluation of achievements. Project staff communicated to Unions the importance of collective decision making and implementation of solutions for the use of the REFLECT model to be successful.

Health and Nutrition facilitators and volunteers continued to conduct activities focused on growth monitoring, training and re-training of CLCs and educating households on improving the health and nutrition of family members. In partnership with the SCIP project and the MoH, vaccination campaigns and mobile clinic brigades were implemented in all five districts. CLC's

 $November\ 4,\ 2013, ``Osanzaya\ Zambezia/ADRA's\ Income\ Generation\ Program'',\ ADRA\ Mozambique,\ FFP-A-00-08-00084-00084-00084-00084-00084-00084-00084-00084-00084-00084-00084-00084-00088-00084-$ 

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<sup>&</sup>lt;sup>1</sup> REFLECT is a decision-making model that encourages problem solving by individuals, organizations and communities. The steps are as follows: **Re**cognise a potential issue or problem; **E**xamine the situation; **F**ind relevant information; **L**iaise and consult; **E**valuate the options; **C**ome to a decision; **T**ake time to reflect.

were provided with health and nutrition related trainings and nearly 2,850 community volunteers received refresher trainings.

In the Water and Sanitation component, significant improvements were seen with project goal achievements of 100% or greater in four out of five activities. In general, component targets were surpassed, more than making up for deficits from past years.

#### **Progress of activities implemented**

#### IR 1.1 Increase Producer Agriculture Sales in targeted Areas

# Monitoring Indicator 1: Number of farmers jointly marketing agricultural produce (groups or associations):

During the reporting period the project assisted 8,928 farmers to jointly market their produce, which was 105% of the targeted 8,500 farmers. The most significant driving force behind this result was participating farmers' conviction that higher profits would result from greater market access, lower transaction costs, and better prices made possible by joint selling.

#### Monitoring indicator 2: Volume of agricultural produce marketed

The project assisted farmers' unions and associations to aggregate produce and sell the resulting bulk quantities to commercial buyers. The total produce sold during the period measured was 3,633 MT of selected crops, or 95.6% of the planned target of 3,800 MT. The value of these sales totaled US\$ 1,236,608. The main buyers were MADAL, EXPORT MARKETING, OLAM, WFP (120 MT) and wholesalers.

Table 1: Total of sales per crop and per District (MT=Metric Tons)

	Maize		Groundnuts		Pigeon Peas		Cashew nuts		Total	
District	Quantity (MT)	Revenue (USD)	Quantity (MT)	Revenue (USD)	Quantity (MT)	Revenue (USD)	Quantity (MT)	Revenue (USD)	Quantity (MT)	Revenue (USD)
Mocuba	545	131,376	74	30,310	439	149,061	0	0	1,058	310,747
Pebane	0	0	545	269,530	76	23,361	117	31,581	738	324,472
Ile	167	40,438	118	95,978	117	41,008	9	2,638	411	180,062
Lugela	774	136,062	0	0	25	8,586	0	0	799	144,648
Maganja	0	0	362	193,631	161	55,094	104	27,954	627	276,679
Total	1,486	307,877	1,099	589,448	818	277,111	230	62,173	3,633	1,236,608

Exchange rate used: \$1 = 29.32 Meticais

To facilitate the marketing process ensure a high quality product, the project conducted refresher training on quality standards, equipped storage facilities with wooden platforms, grain cleaning and selection equipment and prepared commercialization guidelines.

Excessive rains during the year led to a delay in planting pigeon peas. Consequently, this delayed harvest and sales. In addition, as a result of the project's training and technical assistance, some unions began preparing their products (maize) during the last quarter of the FY13 and are waiting for the raise of prices to sell their product at high prices in November 2013. Both of these factors contributed to the underachievement of sales target.

#### Monitoring Indicator 3: Number of farmers who receive business literacy training:

The program introduced a new training approach in FY12 (REFLECT), as the farmers had completed the three year cycle for literacy in 2011. The approach included the following: self-analysis, SWOT analysis, planning, and implementation, monitoring activities and evaluation of achievements. During the present fiscal year, a total of 13,712 farmers participated in training activities, corresponding to 152.4% of achievement of the target set at 9,000 farmers.

After the self-analysis sessions many communities constructed school rooms, public latrines and bridges on the basis of local materials. Seeing these results leaders from neighboring communities requested similar assistance from project facilitators, thereby increasing beneficiary numbers and coverage area.

# Monitoring Indicator 4: Number of farmers who receive business development skills training

A total of 624 association leaders' farmers were trained in business management, corresponding to 104% achievement of target which was 600.

After completing the training in business management, ADRA facilitated the preparation of 21 business plans. The development of business plans was done in three different phases, namely, organizational information, marketing and financial planning. The business plans will allow unions to make a better presentation of their business ideas and facilitate access to financial assistance and services from public institutions, private sector and NGOs.

As a result of the training and preparation of business plans a consortium of five unions in Lugela District was able to negotiate on its own with *Banco Oportunidade de Moçambique*, receiving a credit of US\$8,000 to facilitate their commercialization process.

#### **Monitoring Indicator 5: Number of lead farmers with access to market information:**

During this fiscal year quick market surveys done by union leaders supported by project technical team helped give 8,928 farmers access to market information of selected crops. This represents an achievement of 105% of the planned target of 8,500 farmers.

Project personnel also helped farmer unions to identify potential buyers for cashew nuts through quick market surveys. Representatives of each of the 27 unions of farmers participated with assistance from project personnel. This activity helped identify potential buyers and lead to the preparation and signing of sales contracts. Main buyers were Export Marketing, MADAL, WFP, OLAM, Milange and Alto Molocue buyers and other wholesalers.

As a result of adoption of this market strategy, farmers unions and associations were able to negotiate higher prices than the average market prices, as presented in table 2.

Table 2: Comparison of prices

Product	Negotiated prices by Union Farmers (US\$/Kg)	Average market price (US\$/Kg)	% of difference between negotiated prices and average market prices	
Shelled groundnuts	0.40 - 0.44	0.33	+27%	
Unshelled groundnuts	0.74 - 0.77	0.67	+12.6%	
Maize	0.20 - 0.30	0.10 - 0.16	+92.3%	

Exchange rate used: \$1 = 29.50 Meticais

During this period, ADRA continued with the training of SDAE technicians to retrieve, interpret and disseminate to others critical agricultural price data from the SIMA system. SDAE's retrieve SIMA prices and analyze them. Subsequently they forward the data and analysis to local radio stations for dissemination throughout the targeted districts. Four times per week the radios disseminate SIMA's prices in Portuguese and local languages.

During this period Osanzaya's farmers' Unions advanced to another level in the markets by participating in the Maputo International Fair (FACIM) through AKA Commercial Cooperative. This activity greatly improved their access to markets and market information by allowing them face-to-face contact with clients, inputs suppliers and government officials. Unions displayed their products (maize and groundnuts) and technical ability to a wide variety of interested audiences. During this event they identified several new agricultural input providers: PANNAR, SEDES, AGROFOCOS, Casa do Agricultor and PROCAMPO. They were also able to connect with potential partners who can help in their organizational strengthening: UNAC, IPEME and IPCM.

#### IR 1.2 Increase Agriculture Productivity of selected Crops

#### Monitoring Indicator 1: # of hectares farmed with improved agricultural technologies

A total of 14,870 ha (123.9% of the targeted 12,000 ha) were cultivated using three or more improved agricultural technologies. These technologies included improved seeds, use of adequate spacing, thinning, and use of organic matter, intercropping, crop rotation and mulching. The positive results experienced by farmers with the use of improved techniques in past campaigns encouraged them to expand the areas where they used improved technologies. In addition to these expansions, other farmers, observing the good results through exchange visits between associations, also decided to use these techniques.

#### Monitoring Indicator 2: # of farmers trained in promoted technologies

Through a farmer-to-farmer total of 37,575 farmers (150.3% of the established target) were trained in the use of project promoted technologies. The use of a farmer to farmer training approach facilitated dissemination and encouraged the adoption of promoted technologies.

#### Monitoring Indicator 3: # of legalized farmers associations established

During the current fiscal year, 20 farmer associations (60.6% of the planned target of 33 associations) were legalized. The remaining 13 associations necessary to reach the goal have already submitted their paperwork and are currently waiting to receive their certificates of legal recognition. These are expected by the end of 2013. Legal registration of associations facilitates access to a range of services, including access to credit, agricultural inputs and markets.

#### Monitoring Indicator 4: # of associations established

Since the beginning of activities the project has assisted in the establishment of 276 associations. However, during the current fiscal year and as a result of observing the success of neighboring communities supported by the project, one community organized itself as a farmer association and asked Osanzaya to provide technical assistance, raising the number of associations assisted by the project to 277 (100.4% of target).

These associations are expected to continue with their activities after the end of the project, providing continued services to their members and communities. During the life of the project these associations provided the ground and technical advice for transferring improved agricultural practices and basic knowledge of market-driven production.

#### Monitoring Indicator 5: # of storage facilities built

For this fiscal year, Osanzaya had no plans to build any additional storage facility. However, in order to strengthen post-harvest and commercialization processes, the project equipped 25 previously built warehouses with platforms, plastic bags, scales and canvas to be used for the product storage and management during commercialization process.

#### Monitoring Indicator 6: # of farmers with access to inputs

Farmer associations provided maize, groundnuts and pigeon pea seeds to 7,274 farmers – 3,246 male and 4,028 female farmers - (97% of targeted 7,500 farmers). Of these farmers, 886 were linked to suppliers of materials such as hoes, machetes, axes, and horticulture and local peas (feijão jugo and feijão nhemba) seeds. The use of these inputs contributes to an increase in production and productivity.

### Monitoring Indicator 7: # of farmers receiving project funded extension services from ADRA

A total of 7,274 farmers (97% of the 7,500 target) directly received project extension services during the year (3,246 male and 4,028 farmers). Services provided by the project include facilitation in the acquisition of agricultural inputs and technical assistance on the production of selected crops (maize, groundnuts and pigeon peas). During the follow up visits to individual farmers' fields, technical staff provided advice as needed on project promoted crops as well as on other crops cultivated by beneficiaries.

# IR 2.1 Increase Health & Nutrition knowledge and Behavior of Targeted Beneficiaries Monitoring Indicator 1: Number of aged children 0-59.9 months participating in growth monitoring.

A total of 10,636 children (4,956 boys and 5,680 girls) participated in growth monitoring activities (96.7% of the expected target of 11,000 children). During this fiscal year, local authorities in the district of Maganja da Costa rehabilitated and reopened a health center. Consequently, children that participated in health monitoring sessions in five neighboring CLCs were redirected to this new health center to participate on the monitoring sessions there.

### Monitoring Indicator 2. % of participating children with inadequate weight gain for two consecutive months.

The target for this indicator was to reduce the number of children with inadequate weight gain to 39%. But only 18.2% of the children did not meet the norms for weight gain, an achievement of 153% of the goal.

The surprisingly good results of this indicator were largely due to the positive response of CLC members had to food preparation training. This training included the preparation of enriched porridge, the benefits of the food group combinations; establishment of fixed feeding periods for children; and general encouragement of good overall feeding practices. Another contributing factor was the testimonies of several children with their parents who were chosen by Osanzaya workers to share their success in this area with other communities.

# Monitoring Indicator 3 % of children participating children aged 0-23.9 months with weight for age z-score < -2.

The project's outcome for this indicator was 7.2%, which is 152% of the targeted goal of 15%. The high level of achievement is a result of incorporation of project promoted health messages by caregivers leading to a significant reduction of nutritional problems. Nutrition related messages were provided to caregivers during exchange visits and focused on adequate feeding, health and hygiene and using increased incomes for households needs (especially food). All these factors contributed to improve nutrition status among children.

#### Monitoring Indicator 4. % of infants aged 0 – 6 months exclusively breastfed

The target for this indicator was 85%. The level of achievement of the target was 96.6%, as 82.1% of children less than six months of age were exclusively breastfed.

The project was able to nearly reach the target due to the consistent awareness raising by CLC's, government authorities and local health staff.

#### Monitoring Indicator 5. % of children 6-23.9 months with continued breastfeeding.

The established target was 80% and achievement was 74.3%, representing an achievement of 92.9% of the target. This was due to successful sensitization campaigns and refresher training programs.

# Monitoring Indicator 6. % of infants and young children aged 6-23.9 months fed solid/semi-solid food the minimum number of times per day.

A total achievement of 42.5% versus a planned target of 80% was recorded for this indicator. This indicator is highly influenced by family behaviors in some communities, whereby children participate in family meals when introduced to solid/semi-solid foods. In many communities, children receive less than the recommended number of meals per day since the family is only able to have two meals per day. To improve this situation, the project has been training beneficiaries in family nutrition and the recommended practice of number of meals per day that children and families should have.

# Monitoring Indicator 7: % of infants and young children aged 6-23.9 months fed the minimum number of food groups per day.

The target for this indicator was 30%. The value achieved was 34.5%, equivalent to 115% of target. The achievement was possible as a result of the wide use of promoted enriched porridges and other recipes that combine different food groups.

# Monitoring Indicator 8: % caregivers who can cite at least two known ways of malaria prevention.

The achieved result for this indicator was 75% and the target was established at 90%, indicating an achievement level of 83.3%. The project continued to promote malaria prevention messages throughout the year.

# Monitoring Indicator 9. % caregivers who can cite at least two known ways of HIV prevention.

The target for this indicator was 90% and the project recorded an achievement of 82% (91.1% of the planned target). These results were due to CLC's efforts and health messages disseminated through health clinics and radio messages.

#### Monitoring Indicator 10. Number of caregivers getting training in Health and Nutrition

A total of 18,427 caregivers received training in subjects of health and nutrition, representing 144% of the target (12,800). As beneficiaries see the benefits of implementing good health and nutrition practices, more community members asked to receive training from community volunteers.

# Monitoring Indicator 11. % of moderately malnourished children 6-23.9 months participating in the PD Hearth sessions who graduate.

A total of 74.9% of moderately malnourished children graduated from the nutritional rehabilitation sessions corresponding to 107% of the planned target (70%). The achievement is a result of the efforts of mothers and fathers groups that continually used enriched porridge to feed malnourished children during routine sessions.

## IR 2.2 Improved hygiene behaviors, access to sanitation solutions, and adequate potable water.

#### Monitoring indicator 1: # of people trained as hygiene promoters

In order to increase community coverage and strengthen hygiene and sanitation activities, a total of 400 hygiene promoters were trained from all five targeted districts.

#### Monitoring indicator 2: # of persons trained on proper hygienic practices

A total of 5,401 people were trained in proper hygiene practices. This corresponds to 100% achievement of the target set at 5,400. The success of this target was due to the high demand expressed by community members and the additional number of promoters trained to respond to the demand.

#### Monitoring indicator 3: # household pit latrine slabs distributed.

A total of 720 household pit latrines were constructed and distributed to project beneficiaries corresponding to 180% of target. The planned target was 400 latrines. The 720 latrines included the latrines that were constructed during fiscal year 2012 but were distributed during fiscal year 2013.

#### Monitoring indicator 4: # of institutional pit latrines constructed.

A total of seven institutional pit latrines were constructed. The eighth planned latrine was not constructed because at that location a latrine had already been built by from another organization.

#### Monitoring indicator 5: # of water points rehabilitated.

One borehole was rehabilitated during the year, completing in this way the LOA target for the project.

#### Monitoring indicator 6: # of water points constructed.

A total of 32 boreholes were constructed during the year, corresponding to 177.8% of planned target of 18 water points. With the construction of these 32 boreholes, the project reached the LOA target for this indicator.

#### Lessons learned

- The organization of knowledge exchange visits between farmers for the transfer of good agricultural practices increases the level of confidence on those practices and, as a result contributes to raise the number of farmers that adopt them;
- The REFLECT self-analysis methodology helps to solve some problems without external intervention since it involves members of local communities in the identification of solutions for their own problems;
- The organization of health and agribusiness fairs helps to demonstrate the complementarity of the activities of the different project components and strengthens the links with partners at all levels (beneficiaries, other NGOs and local authorities);
- The availability of health preventive supplies (mosquito nets, condoms, contraceptives, water purification liquid, etc.) at the community level facilitates the adoption of behavior change messages promoted by the project.

#### **Success Stories**

#### Joint sales improve farmers' lives in Zambezia Province, Central Mozambique

Historically, smallholder farmers in Zambezia have been facing major problems to access highly paying markets for their produce. Consequently, they sold most of their produce to local informal buyers with low prices, resulting in low income and few benefits from their work.

The project contributed to the increment of sales through improvements in three areas: production, quality control and prices. The price increase was a result of higher quality, product aggregation and joint sales all of which greatly enhanced the sellers' bargaining power with buyers.

António Lampião is a rural farmer living in Nadala community, near Mocuba town in the center of Mozambique. Until 2008 he and his neighbors cultivated maize and other crops mainly for family subsistence. The excess obtained was sold to local traders as a source of income for the



Nadala Union of farmers loading 60 MT of maize for WFP. Photo taken October 10, 2013 by Junior Libra, ADRA in Nadala Community

purchase of clothes, soap, sugar and other commodities. The lack of good health habits combined with the regular practice of using polluted water sources nearby caused frequent sickness among family members.

Osanzaya supported António and other farmers in the establishment and legalization of farmer associations in his and other communities in the area. The funded project promoted agricultural technologies that significantly improved farmers' yields. Farmers associations were encouraged to come together, forming a Union of farmers.

The Osanzaya initiative helped farmers unions' establish contact with bulk buyers and to sell their

products jointly. "Since 2009 we sold pigeon peas and maize as a Union to large buyers and were able to double the local price of our products" says António. Antonio's Union sold 37 tons of

pigeon peas in 2009 and 29 tons of maize in 2010 to an export company. "In 2011 and 2012 we sold 30 tons of maize to the World Food Program, each year. We expect to sell 90 tons of maize this year," he says.

With the money acquired from such sales António is preparing to build an improved house—he was able to purchase 37 iron sheets, timber rafter, and 1500 bricks. Now he is also able to pay for his children's school fees. He was also able to buy a bicycle to facilitate travel and three cell phones for his family. Finally, he and his family are able to eat a nutritious, diversified diet even during the "hungry months."



Antonio Lampiao is presenting Union's activities to an USAID consultant. Photo taken by Anselmo Lisboa – ADRA, on March 2013 at Nadala Community

"USAID funding helped us improve our lives by rehabilitating and constructing wells, by teaching us health

and sanitation practices, providing us bicycle ambulances, and by teaching us how to better care for our children through the prevention of malnourishment, rehabilitation of malnourished children and monitoring children's growth".

#### Health Interventions Improve Children's Lives in Mozambique

Lack of knowledge in the preparation of nutritious meals for the family and food scarcity in rural areas are critical factors that make Zambezia one of the provinces most affected by severe malnutrition in Mozambique.

ADRA Mozambique, through its Osanzaya's health and nutrition component is helping families across Osanzaya implementation area improve their health through dissemination of basic nutritional knowledge and through growth promotion and growth monitoring activities.

Dony is a two year old child born to a family of farmers in Fernando community, Cariua Locality in Maganja District. In June, 2012 he entered the child growth promotion and monitoring program implemented by Osanzaya in Fernando community's health council. At the time he was 11 months old and his weight was 4.9 kg. He was classified as severely malnourished.



Dony and his mother in a picture taken in June 2012 before he joined to Osanzaya Health's activities. Photo taken by Alexandre Saimone -ADRA in Fernando Community

According to the mother, since his first days, Dony was not breastfed because her breasts did not produce enough milk and soon after they stopped completely the production of milk. Dony did not have other kinds of milk because the family could not afford buying it. His food from his early days was porridges prepared from biscuits, maize and cassava flour with salt, concentrated juices and other family meals that were crushed for him to be able to eat. As a result he had deficient growth and did not gain enough weight.

As with other children with the same problem, when the IMCI volunteer together with project health technician learnt about Dony's situation, he was referred to the nearest health facility to be submitted to clinical analysis, treatment and nutritional rehabilitation.

Dony was admitted in the health facility for two days only, since it did not have resources to rehabilitate him, he was treated for

diseases and his parents received counseling regarding his diet. Back in her community his mother was assisted by the health council's mothers and fathers volunteer group where she learnt how to prepare enriched porridges and was able to participate in nutritional rehabilitation sessions promoted by the CLC.

Presently, 13 months later, Dony is 24 months old and weighs 10.2 kg, a "normal" classification for his age. Dony's parents are happy and believe that the knowledge they gained from the mother's and father's group played an important role in Dony's recovering. They are very grateful for the Osanzaya project which implemented growth promotion and monitoring activities in their community.

"When I heard about the fathers/mothers group at the Community Health Council in Fernando, I joined the group

Dony and his mother, picture taken June, 2013, a year after he entered the program. Photo by Alexandre Saimone, ADRA Mozambique

and I told the CLCs members about the situation of my child. They taught me how to prepare enriched porridges, sweet potato and pigeon pea soups. My child was skinny, but thanks to the

enriched porridges he started to gain weight. I am so happy for being a CLC member. I am still a CLC member so far".